

APR 27 1956

# GRAND UNION

ANNUAL REPORT 1955





A typical young homemaker finds shopping pleasant and convenient in a Grand Union market. She selects pre-packaged meat and produce in self-service departments, picks grocery products from the latest model Food-O-Mat and is intrigued by the store's non-foods section.



**HIGHLIGHTS OF THE YEAR** In 1955 Grand Union set new sales records... Increased dividends... Opened 37 new stores... Added over 300 new items of merchandise... Acquired two chains—"Park and Shop" of New Haven, Conn., and "Shirley Stores" of Arlington, Va... Decentralized one division... Enlarged three distribution centers... Hired and trained more people than in any previous year... Emphasized public relations.

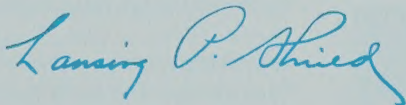
## A L E T T E R F R O M T H E P R E S I D E N T

I take great pleasure in presenting this report of the operations of Grand Union during fiscal 1955.

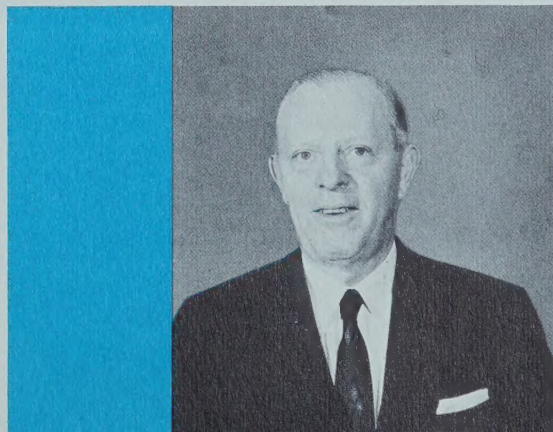
The past year was perhaps the most outstanding in the eighty-three year history of the Company. It was made so by the accomplishments of thousands of dedicated Grand Union employees and the counsel of a capable Board of Directors, by the confidence placed in the officers of the Company by a widening circle of stockholders and by the acceptance of our products and services by an ever-increasing number of customers.

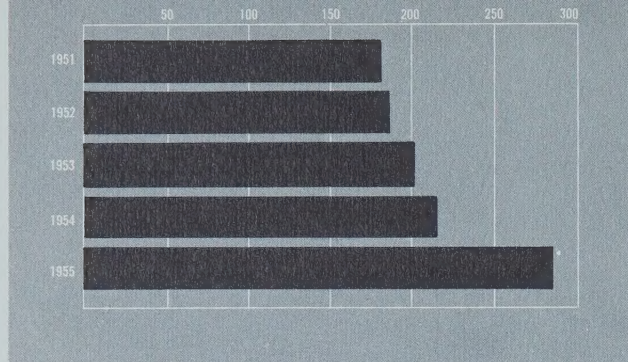
This report also contains a summary of our future plans. With the accomplishments and experiences of the past to guide us, we look forward to even greater progress in the fiscal year of 1956.

Sincerely,



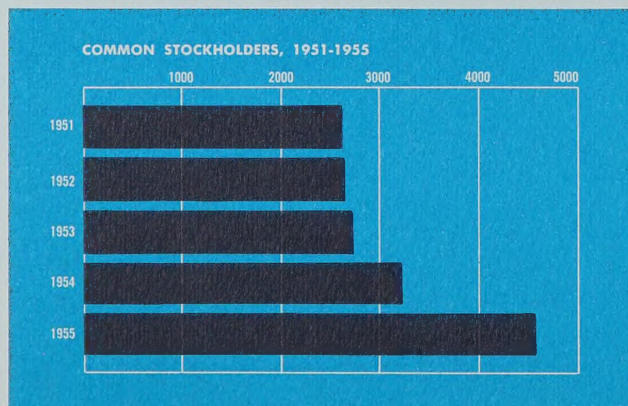
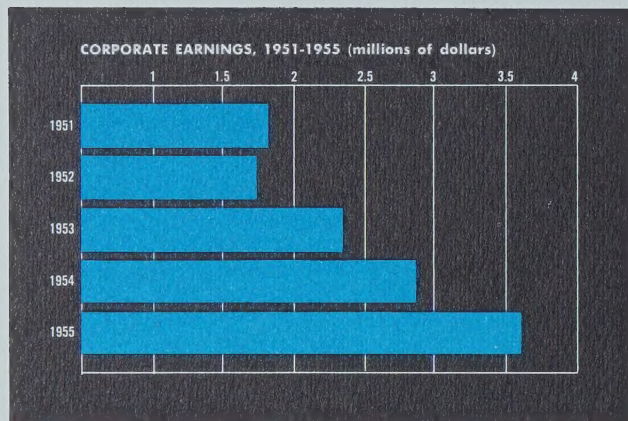
President





GRAND UNION CORPORATION	
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# THE YEAR IN



## SALES

In the 53-week fiscal year of 1955, which ended March 3, 1956, Grand Union sales reached an all-time high of \$283,003,166. This represents an increase of 29% over the 52-week fiscal year of 1954.

## EARNINGS & DIVIDENDS

1955 saw Grand Union earnings hit a new high. Earnings after taxes were \$3,584,125 compared to \$2,872,273 for the preceding year, an increase of 24.8%.

Returns to common stockholders were again increased. In May a 4% common stock dividend was paid, a two-for-one stock split was approved by stockholders and the regular quarterly cash dividend was increased 20%. Earnings per common share were \$1.90 on the 1,759,031 shares outstanding on March 3, 1956. Regular dividends of \$2.25 per share were paid to holders of preferred stock.

## EXPANSION

The past year was one of continued expansion for Grand Union. Thirty-seven new stores were opened in the United States and Canada—again the largest number of new units in any year in the Company's history. Eight other stores were acquired.

A number of developments highlighted the expansion program during the year. Food Fair Super Markets, Inc., our Washington Division, expanded from 12 to 20 stores by opening three new stores in Maryland and adding the "Shirley Stores" chain of Virginia. The Grand Union name gained in stature in southern Connecticut



## REVIEW

as three more highly successful markets were opened and the three store "Park and Shop" chain of New Haven was acquired. The opening of four other new units in New Jersey enabled Grand Union to expand further southward into New Jersey while other new units strengthened our position in the highly competitive Syracuse, N. Y., area and on Long Island.

Our store replacement program continued at a rapid pace as seven new modern markets replaced older markets. Complete modernizations were carried out in six stores which enabled us to improve our service and make available expanded lines of merchandise to thousands of customers. For the greater part of the year Grand Union-Carroll's opened new stores at the rate of one a month, continuing the rapid expansion of our Canadian chain.

### SALES PROMOTION

Fiscal 1955 saw a large part of the retail food industry adopt stamps as a promotion medium. The Company, after a careful survey, formed the Stop and Save Trading Stamp Corporation to begin the distribution of stamps as a defensive measure. This subsidiary of the company now distributes "Triple S" stamps to other merchants as well as Grand Union markets. Personnel for the new unit came, for the most part, from the Route Division.

### ROUTE DIVISION

During the year the Route Division continued its concerted effort to increase its efficiency. Six branches and 56 routes were consolidated. Despite an erratic coffee market and rapidly fluctuating



*Grand Union-Carroll's in Canada expanded at the rate of one store a month. Here is a modern supermarket in Toronto.*

prices, year end sales per route were substantially higher and branch operating efficiency was increased over the previous year.

### DISTRIBUTION

Grand Union's increased sales are reflected in the expansion of distribution facilities in three divisions during 1955. Distribution centers at Waterford and Waverly, N. Y., and Carlstadt, N. J., were expanded.

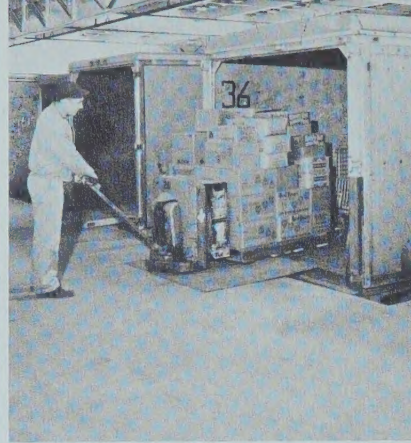
At Waterford, the storage facilities were more than tripled and a complete frozen food locker has been installed. All-enclosed loading facilities, a new garage and new offices for the decentralized Northern Division are now in use.

At Waverly, the new distribution center serving the Central Division was doubled in size over that formerly used at Horseheads, N. Y., while a new annex of 60,000 square feet to handle fast moving items was built at Carlstadt.

During the year plans were begun for the construction of new distribution centers in the Metropolitan Division to service the growing number of stores on the east side of the Hudson River; the Canadian Division to service the increasing demands of Grand Union-Carroll's and in Washington to supply the needs of Food Fair Super Markets.

### DECENTRALIZATION

Considerable research by the Company indicated that decentralization of the Northern Division would provide a more efficient operation and a greater latitude in meeting local conditions. Ac-



cordingly, the complete operation of that division was placed in the hands of the local management at the end of the fiscal year. All buying, store supervision and operation, sales promotion, advertising, maintenance and distribution is now done from Waterford, N. Y.

#### **COST CONTROL UNIT FORMED**

The past fiscal year saw the formation of a special expense control unit, which provided a closer control over field and administrative expenses. Every department in the chain store division now operates under budgets established prior to the beginning of each fiscal quarter.

#### **SAFETY PROGRAM EXPANDED**

In July a drive was begun to cut down the number and cost of customer and employee accidents. Previous success with safety programs in our distribution centers and Route Division leads the Company to expect a reduction in insurance premiums as the result of this campaign.

#### **METHODS ENGINEERING RESEARCH**

The supermarket industry has made and will continue to make rapid strides toward more efficient operation and more mechanization. To enable the Company to keep in the forefront of these develop-

ments, a Methods Engineering Research Unit was activated last March.

#### **TRAINING AND RECRUITING**

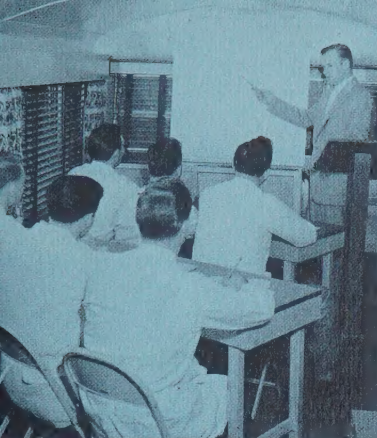
The Company's expansion program, the decentralization of the Northern Division and the formation of the Stop and Save Trading Stamp Corporation necessitated a rapid increase in the personnel training and recruiting program during the year. Special emphasis was placed on developing the stature, importance and business knowledge of Grand Union employees at the store manager level.

The training program received considerable impetus as a result of the opening of a new training center in Haledon, N. J. Five simultaneous classes can now be conducted in meat cutting, produce, dairy, bookkeeping and checking.

#### **PERSONNEL BENEFITS**

The full value of the Company's Employees Restricted Stock Option Plan became evident during 1955 as 366 employees acquired 51,465 shares of common stock. The balance of our progressive personnel benefits program, including paid vacations, paid sick leave, group life insurance, hospitalization, liberal pension plan, stock option plan and bonus plan was continued in force. Special emphasis was placed on the development of the personnel benefits programs of our Washington and Canadian Divisions.





*A roundup of Grand Union's operations in pictures ... Headquarters and 24,000-square-foot supermarket in East Paterson, N. J. ... New Waterford, N. Y., distribution center features inside truck loading ... "Mr. 10,000" was hired during the year ... Methods Engineering Research men work toward more efficiency through mechanization ... The "Classrooms on Wheels" continue to improve the skills of store personnel.*

## 10,000TH EMPLOYEE

In November, 1955, "Mr. Ten Thousand" joined Grand Union. It is significant that the 6700th employee joined Grand Union in December 1952—just about three years before.

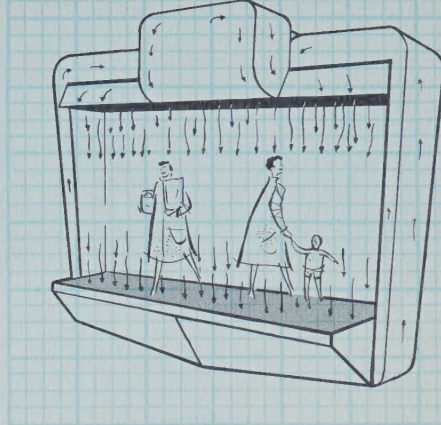
## PUBLIC OPINION

The importance of operating in a favorable climate of public opinion was emphasized during the year. The Grand Union "Customer Suggestion System" developed into an excellent listening post for customers' opinions on merchandise, employees and store operations. Company officers and supervisors made many personal appearances before local groups in communities where we have stores. Other officers made appearances before national organizations. A simulated staff meeting was held before the National Association of Security Analysts. The Grand Union name was introduced to thousands of new customers as the result of a very favorable article in "Fortune" magazine.

## HONORS

For the sixth consecutive year Grand Union was selected by the American Institute of Management as one of the "best managed" companies in this country and Canada. Only 17 firms were so designated after a survey of more than 6,000 by the Institute.

*Soon to be installed is Grand Union's unique air curtain door in a New York City store. Currents of air, used in place of the customary door, make it easier for customers to enter and leave and provide better temperature control inside the store all year 'round.*



In June the Research Institute of America presented its "Award of Merit" to Grand Union for our Clerks' Month. Grand Union was selected from among 1,600 entries submitted in the competition and was honored for its "unique contribution to the development of the executive skills in human relations and manpower utilization."

## A LOOK TO THE FUTURE

The future for the supermarket industry continues to be extremely bright. The addition of many new processed foods to present food lines and the introduction of many new non-food items should enable supermarkets to capture a greater percentage of the customer's dollar as each year passes.

As a direct result of consumer demand for more processed foods and the further development of the one-stop shopping concept, the average Grand Union market will continue to grow larger, with more selling space for frozen and processed foods and non-food items.

Future merchandising plans include more special departments such as hospitality bars, do-it-yourself departments, "kiddie corners," dietetic shops, service fish and delicatessen departments, in-store bakeries, flower shops, nationality food departments, 100% self-service produce departments and frozen pre-packaged meat departments.

## THE GRAND UNION COMPANY AND ITS SUBSIDIARIES

## NOTES

## to Financial Statements

**1** Cost of inventories is determined as follows: at warehouses, "average" or "first-in, first-out"; at retail outlets, "retail method."

**2** The debentures are convertible into common stock at a price of \$21.68 principal amount of debentures for each share of stock. The conversion price increases after September 15, 1959 and is subject to certain adjustments as specified in the indenture.

**3** Certain of the note agreements and the debenture indenture contain provisions as to the maintenance of working capital and payment of cash dividends. The most restrictive of these provides that consolidated working capital may not be less than \$12,000,000 and that payments for net acquisitions of the company's stocks and for cash dividends will be limited in the aggregate to 75% of the consolidated net earnings after February 26, 1955. Since February 26, 1955, 75% of the consolidated net earnings have exceeded such payments by approximately \$1,475,000.

## ASSETS

Current assets:	MAR. 3, 1956	FEB. 26, 1955
Cash	\$ 5,675,756	\$ 4,658,967
U. S. Government obligations, at cost which approximates market	4,485,829	2,991,864
Accounts receivable, less allowance for losses	2,001,958	1,308,030
Inventories at the lower of cost or market (Note 1):		
Merchandise	21,358,228	17,086,259
Premiums	609,716	709,113
Total current assets	34,131,487	26,754,233
Warehouse and store properties, at cost less allowance for depre- ciation: 1956, \$318,082; 1955, \$254,610	6,198,247	5,871,689
Fixtures and equipment, at cost less allowance for depreciation: 1956, \$6,062,586; 1955, \$4,602,022	16,732,023	12,492,833
Leasehold improvements in stores and offices, at cost less allowance for amortization: 1956, \$978,712; 1955, \$624,288	3,139,719	1,998,063
Premiums advanced to customers, less allowance for losses	617,528	703,741
Operating and construction supplies	686,494	608,998
Other assets and deferred charges	990,008	724,041
Cost of investment in subsidiary over related net assets at date of acquisition	1,396,140	
	\$63,891,646	\$49,153,598



Another Grand Union  
supermarket—25,200  
square feet on one level  
—under construction in  
Mount Holly, N. J.



## CONSOLIDATED BALANCE SHEETS

### LIABILITIES

#### Current liabilities:

	MAR. 3, 1956	FEB. 26, 1955
Bank loans and acceptances payable	\$ 724,639	\$ 616,235
Promissory notes due within one year	500,000	710,000
Accounts payable and accrued expenses	13,802,710	10,276,661
Provision for federal income taxes	3,558,404	2,716,803
Total current liabilities	18,585,753	14,319,699

Promissory notes (3%-3½%) payable after one year in varying amounts annually through 1972

3½% Convertible subordinated debentures, due 1969 (Note 2)

Other noncurrent liabilities and reserves

13,037,500	7,825,000
3,180,900	5,451,500
472,220	473,326
<u>\$35,276,373</u>	<u>\$28,069,525</u>

### CAPITAL

4½% Cumulative preferred stock, \$50 par value, callable at \$52 per share; authorized 116,000 shares, issued 115,529 shares

Common stock, \$5 par value, authorized 4,000,000 shares, issued 1,760,382 shares at March 3, 1956 (Notes 2 and 4)

Capital surplus, as annexed

Earnings retained for use in the business, as annexed (Note 3)

\$ 5,776,450	\$ 5,776,450
8,801,910	7,220,240
9,547,414	4,199,728
4,690,378	4,088,409
28,816,152	21,284,827
<u>200,879</u>	<u>200,754</u>
<u>\$28,615,273</u>	<u>\$21,084,073</u>
<u>\$63,891,646</u>	<u>\$49,153,598</u>

Less, Treasury stock at cost (1351 common shares, \$5177; 4538 preferred shares, \$195,702; at March 3, 1956)

4 Under an employees' restricted stock option plan, at March 3, 1956, options to purchase 63,204 shares of common stock at prices ranging from \$11.65 to \$30.70 per share (95% of market price at dates options were granted, adjusted for subsequent stock dividends) were outstanding and 3,241 shares were available for future options. All options expire on or before December 31, 1960. During the past fiscal year, options covering 51,465 shares were exercised at an average price of \$12.46 per share.

5 The companies have 185 leases expiring after February 28, 1959 applicable to properties in operation at March 3, 1956. The minimum annual rentals on such leases aggregate approximately \$2,960,000 of which \$1,535,000 applies to leases expiring prior to March 1, 1966 and \$1,425,000 applies to leases expiring thereafter but prior to 1982.

6 Costs and expenses include depreciation and amortization of \$2,040,132 and \$1,497,855 for the periods ended in 1956 and 1955, respectively.



## CONSOLIDATED STATEMENTS

## INCOME AND RETAINED EARNINGS

INCOME AND RETAINED EARNINGS	FIFTY-THREE WEEKS ENDED MAR. 3, 1956	FIFTY-TWO WEEKS ENDED FEB. 26, 1955
NET SALES	\$283,008,166	\$219,452,502
Cost of sales	229,442,899	177,879,812
Gross profit	\$ 53,560,267	\$ 41,572,690
Selling, general and administrative expenses:		
Salaries, commissions and bonuses to employees in the sales departments	\$ 24,419,302	\$ 19,786,782
Advertising, delivery and other selling expenses	12,138,130	9,126,024
Rents for retail outlets	3,260,007	2,231,337
Administrative and general expenses	4,565,257	3,327,087
Taxes, including social security, state and local	1,434,521	1,145,373
	\$ 45,817,217	\$ 35,616,553
	\$ 7,743,050	\$ 5,956,137
Other deductions, principally interest expense, net	458,925	333,864
Income before provision for income taxes	7,284,125	5,622,273
Provision for United States and Canadian income taxes	3,700,000	2,750,000
NET INCOME	3,584,125	2,872,273
Retained earnings at beginning of period	4,088,409	3,284,493
	7,672,534	6,156,766
Deduct, Dividends:		
On common stock:		
In cash, \$.60 per share	962,994	702,180
In common stock, based on market price	1,769,432	1,116,435
On 4½% cumulative preferred stock, in cash	249,730	249,742
Earnings retained for use in the business at end of period (Note 3)	\$ 4,690,378	\$ 4,088,409

## CAPITAL SURPLUS

Balance, beginning of period	\$ 4,199,728	\$ 3,165,743
Add:		
Excess of retained earnings capitalized in connection with stock dividends over the par value of shares issued	1,453,462	780,665
Excess of amounts received over par value of shares of common stock issued under employees' stock option plan (Note 4)	383,793	213,335
Excess of market over par value of shares of common stock issued in exchange for investment in subsidiaries	1,797,625	
Excess of principal amount of convertible debentures converted to common stock over the par value of shares issued (Note 2)	1,712,806	39,985
Balance, close of period	\$ 9,547,414	\$ 4,199,728

The accompanying notes are an integral part of these statements.



# THE GRAND UNION COMPANY

100 BROADWAY, EAST PATERSON, N. J.

## OFFICERS

HUGH J. DAVERN.....Senior Vice-President  
GARLAND MILBURN.....Vice President  
WILLIAM F. DEMPSEY.....Vice President  
WILLIAM H. PREIS.....Vice President

LANSING P. SHIELD.....President

THOMAS C. BUTLER.....Treasurer  
WILLIAM W. BRADY.....Vice President  
LLOYD W. MOSELEY.....Vice President  
EARL R. SILVERS, JR.....Secretary

## DIRECTORS

THOMAS C. BUTLER.....  
HUGH J. DAVERN.....  
\*LOUIS A. GREEN.....  
IRVING KAHN.....  
\*E. CLARK MAUCHLY.....

GARLAND MILBURN.....  
RAY MORRIS.....  
\*JOHN E. RAASCH.....  
\*THOMAS J. SHANAHAN.....  
\*LANSING P. SHIELD.....  
\*Executive Committee

## TRANSFER AGENT

THE CHASE MANHATTAN BANK

11 Broad Street, New York, N. Y.

## REGISTRAR

THE CHEMICAL CORN EXCHANGE BANK

30 Broad Street, New York, N. Y.

## AUDITOR'S REPORT

*The Grand Union Company, East Paterson, New Jersey*

We have examined the consolidated balance sheet of The Grand Union Company and its subsidiaries as of March 3, 1956 and the related statements of income and retained earnings and of capital surplus for the fifty-three weeks then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records of the companies and such other auditing procedures as we considered necessary in the circumstances. We were furnished with financial statements of the Canadian and certain domestic subsidiaries, together with the reports thereon of other accountants. We made a similar examination for the fifty-two weeks ended February 26, 1955.

In our opinion, based upon our examinations and upon the above-mentioned reports of other accountants, the accompanying balance sheets and related statements of income and retained earnings and of capital surplus present fairly the consolidated financial position of The Grand Union Company and its subsidiaries at March 3, 1956 and February 26, 1955 and the consolidated results of their operations for the respective periods then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

*New York, April 23, 1956*

*Lybrand, Ross Bros. & Montgomery*





**GRAND UNION***operates stores in eight eastern states and Canada***CONNECTICUT**

DANBURY  
DARIEN  
FAIRFIELD  
GLENBROOK  
GREENWICH  
HAMDEN  
NAUGATUCK  
NEW CANAAN  
NEW HAVEN  
WEST HAVEN

**MARYLAND**

BETHESDA  
HYATTSVILLE  
LANGLEY PARK  
OXON HILLS  
RIVERDALE  
ROCKVILLE  
WHEATON

**MASSACHUSETTS**

GREENFIELD  
PITTSFIELD

**NEW JERSEY**

BERGENFIELD  
BLAIRSTOWN  
BRANCHVILLE  
CEDAR GROVE  
CLIFTON  
DENVILLE  
DOVER  
EAST ORANGE  
EAST PATERSON  
EAST RUTHERFORD  
ENGLEWOOD  
FAIR LAWN  
FREEHOLD  
GLEN RIDGE  
GLEN ROCK  
HACKENSACK  
HACKETTSTOWN  
HALEDON  
HAWTHORNE  
HO-HO-KUS  
KEANSBURG  
MAYWOOD  
MIDLAND PARK  
MIDVALE

**MORRISTOWN**

NEWTON  
NIXON  
OGDENSBURG  
ORADELL  
PATERSON  
PLAINFIELD  
POMPTON LAKES  
RAMSEY  
RIDGEWOOD  
RUTHERFORD  
SOUTH RIVER  
SPRINGFIELD  
SUMMIT  
TEANECK  
TENAFLY  
UNION  
WALDWICK  
WASHINGTON  
WAYNE  
WEST ENGLEWOOD  
WEST ORANGE  
WESTWOOD  
WYCKOFF

**NEW YORK**

ADAMS  
AFTON  
ALBANY  
AMSTERDAM  
APALACHIN  
ARMONK  
ASTORIA  
AUBURN  
AU SABLE FORKS  
BAINBRIDGE  
BALLSTON SPA  
BATH  
BEACON  
BINGHAMTON  
BOLTON LANDING  
BOONVILLE  
BRONX  
BROOKLYN  
CANTON  
CARMEL  
CHAMPLAIN  
CHAPPAQUA  
COBLESKILL  
COLD SPRING  
COOPERSTOWN

**CORNWALL-ON-HUDSON**

CORTLAND  
CROGHAN  
CROTON-ON-HUDSON  
CROWN POINT  
DANVILLE  
DELHI  
DELMAR  
DE WITT  
DOVER PLAINS  
EAST SYRACUSE  
EAST WILLISTON  
ELIZABETHTOWN  
ELMIRA  
ENDICOTT  
FISHKILL  
FLUSHING  
FOREST HILLS  
FORT EDWARD  
GARDEN CITY  
GENESE  
GLEN'S FALLS  
GOSHEN  
GRANVILLE  
GREAT NECK  
HAMILTON  
HANCOCK  
HARTSDALE  
HAVERSTRAW  
HERMON  
HIGHLAND  
HIGHLAND FALLS  
HIGHLAND MILLS  
HOBART  
HOOSICK FALLS  
HORSEHEADS  
HUDSON  
HUDSON FALLS  
HYDE PARK  
INDIAN LAKE  
IRVINGTON  
ITHACA  
JOHNSON CITY  
JORDAN  
KEESEVILLE  
KINGSTON  
LAKE GEORGE  
LAKE PLACID  
LARCHMONT  
LEVITTOWN  
LONG LAKE

**LOWVILLE**

MAHOPAC  
MAMARONECK  
MANHASSET  
MARATHON  
MIDDLETOWN  
MILLBROOK  
MONROE  
MONTROSE  
MORAVIA  
MOUNT VERNON  
NANUET  
NASSAU  
NEWBURGH  
NEW PALTZ  
NEW ROCHELLE  
NEW YORK CITY  
NORTH TARRYTOWN  
NYACK  
ONEIDA  
ONEONTA  
OSSINING  
OWEGO  
PAINTED POST  
PAWLING  
PEARL RIVER  
PEEKSKILL  
PELHAM MANOR  
PERU  
PINE PLAINS  
PLAINVIEW  
PLATTSBURGH  
PLEASANTVILLE  
PORT HENRY  
PORT JERVIS  
PORT WASHINGTON  
POUGHKEEPSIE  
RED HOOK  
REMSEN  
RENSSELAER  
RHINEBECK  
ROCKVILLE CENTRE  
ROUSES POINT  
RYE  
SALEM  
SARANAC LAKE  
SARATOGA  
SAUGERTIES  
SCHENECTADY  
SCHROON LAKE  
SCHUYLERVILLE

**SCOTIA**

SIDNEY  
SOUTH GLENS FALLS  
SPRING VALLEY  
STONY POINT  
SUFFERN  
SYRACUSE  
TARRYTOWN  
TICONDEROGA  
TROY  
TUCKAHOE  
TUPPER LAKE  
TUXEDO  
UNION  
VESTAL  
WALDEN  
WANTAGH  
WAPPINGERS FALLS  
WARRENSBURG  
WARWICK  
WASHINGTONVILLE  
WATERLOO  
WATERTOWN  
WATERVILLE  
WATERVLIET  
WAVERLY  
WAYLAND  
WESTPORT  
WHITEHALL  
WHITE PLAINS  
WHITNEY POINT  
WILLSBORO  
WOODSIDE  
WOODSTOCK

**PENNSYLVANIA**

BLOSSBURG  
GALETON  
MATAMORAS  
MILFORD  
NEW MILFORD  
WILKES-BARRE

**VERMONT**

BARRE  
BENNINGTON  
BRANDON  
BRATTLEBORO  
BRISTOL  
BURLINGTON

**FAIRHAVEN**

JOHNSON  
MANCHESTER CENTER  
MORRISVILLE  
NEWPORT  
NORTHFIELD  
ST. ALBANS  
WILMINGTON  
WINDSOR

**VIRGINIA**

ALEXANDRIA  
ARLINGTON  
CLARENDON  
FAIRFAX  
FALLS CHURCH

**WASHINGTON, D. C.****ONTARIO, CANADA**

ACTON  
AJAX  
ANCASTER  
AYLMER  
BRANTFORD  
BURLINGTON  
CALEDONIA  
DELHI  
DUNDAS  
DUNNVILLE  
DURHAM  
FERGUS  
GALT  
GEORGETOWN  
GRIMSBY  
GUELPH  
HAGERSVILLE  
HAMILTON  
INGERSOLL  
KITCHENER  
LONDON  
NORWICH  
OAKVILLE  
STONY CREEK  
STRATHROY  
TORONTO  
WELLAND  
WESTON  
WHITBY



JUL 22 1957

From: BRADLEY, VENNING & HILTON LTD.  
11 Yorkville Avenue  
Toronto 5, Ontario

June 17th, 1957

~~FOR IMMEDIATE RELEASE~~INFORMATION SHEET -- GRAND UNION

One of the most remarkable and progressive chain food stores in the world has grown today out of the once ultra conservative Grand Union, founded in the United States, which is now extending operations into Canada on an extensive scale.

Some idea of the remarkable growth of the company can be judged from the fact that net sales rose from \$55 million in 1946 to \$374 million in 1956. This represented an increase of nearly 1/3 in volume between 1955 and 1956.

Now the Company is setting up a distribution centre and office in Rexdale, a suburb of Toronto. The new building, of approximately 155,000 square feet, will have 20 foot ceilings, the latest power equipment for handling materials, continuous tow-veyor to move merchandise and four refrigerated coolers to preserve perishables. It will have 16 trucks for simultaneous loading and unloading and five railroad cars.

Future plans call for doubling the size of the centre, and for additional trucking and rail facilities.

The new office will have 20,000 square feet and the latest electronic machines for accurate, speedy processing of data and accounting. An ultra-modern telephone switchboard will be installed for inter-communications. The offices will be air-conditioned and will include a sign shop. There will be 60 employees.

Grand Union is now operating 37 stores in Canada, will be opening two new supermarkets in Toronto on June 26th (25,000 sq. feet at Evans Ave. and Highway 27; 50,000 sq. ft. at Sheppard Ave. and Yonge St.). Another huge supermarket is planned for opening at Victoria Park Ave. and Ellesmere Street in 1958. By the end of that year, altogether, the company expects to have 10 more supermarkets open in Canada.

Grand Union is distinctive as a result of its progressive ideas. For instance, in its big East Paterson, New Jersey, supermarket, customers may obtain 140 different food items from vending machines recessed into the front of the store at any time of the day or night. The idea is still considered experimental.

When the East Paterson store was burned down a year ago, the company exhibited a noteworthy example of its initiative. It opened a "circus supermarket" under a big top, with clowns, a midway and other typical circus attractions. More than 15,000 people visited the "tent store" the day it opened and the result of the amazing 29,000 square foot market under canvas was an access of business for Grand Union instead of a loss.

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